

"Get Out or Get in Line"

There should be but one big thought in the mind of every self-respecting man and woman in this land to-day. That thought is "WIN THE WAR, AND WIN IT QUICKLY." Every energy should be directly used to this end. Every act of our lives should be subordinate to this one thing.

You may satisfy yourself and pacify the other fellow with the statement that you have done your best, but have you? What have you done that will stand fair comparison with the sacrifice that is being made for you by millions of our brave boys. Sacrifice must be met by sacrifice.

Richmond has no room for the slacker, for the slacker is the man without a heart. If you do not respond to every call that is made upon you to the full limit of your ability; if you do not strain that ability to its utmost, and then discount your future possibilities, you are not measuring up to the standard of manhood that typifies the true American.

Richmond Must Pledge War Savings Stamps To-Day

President Wilson by proclamation has made Friday, June 28th, "National War Savings Day."

Richmond's quota for the year is \$3,200,000. It has not been half subscribed. To-night at every school house and other public place in the city patriotic meetings will be held for the purpose of putting Richmond "over the top." Every citizen is urged to attend the meeting place nearest his home. It is not the purpose to sell stamps so much as to secure pledges to buy for the remaining months of the year. We must get subscriptions for \$2,500,000. Richmond has never failed in any patriotic endeavor, but has made for itself an enviable place in the ranks of the foremost cities. **IT WILL NOT FAIL TO-DAY.**

You do not give for War Savings Stamps. You invest your money at 4 per cent Compound Interest in the best security in the world.

The Richmond Association of Life Underwriters

Has taken a prominent part in every campaign since the beginning of the war. In the three Liberty Loan drives, in that of the campaigns for the Red Cross and War Council Y. M. C. A., and in assisting the Government to place its insurance on our soldiers and sailors, the services of its members—most of them salesmen of the highest order—have contributed no little to the successes of these splendid accomplishments. THRIFT STAMPS AND WAR SAVINGS STAMPS, however, have been of particular interest to the Life Insurance Men, and they have not only taken part in the special drives for the sale of stamps, but several of the companies have kept special men on this work alone, to the exclusion of their regular business.

The Richmond Association of Life Underwriters

Is a member of the National Association, and its object is to advance the best interest of the cause of true Life Insurance. Its membership is made up of the leading Life Insurance Agents of Richmond, and with but few exceptions every General Agent and Manager in the city is a member of the Association. A list of these General Agents and Managers is given below, and this space is contributed by them.

AETNA LIFE INSURANCE CO. W. W. Hardwicke, General Agent.
ATLANTIC LIFE INSURANCE CO. A. O. Swink, Manager for Virginia.
EQUITABLE LIFE ASSURANCE SOCIETY. E. M. Crutchfield, General Agent.
FIDELITY MUTUAL LIFE INS. CO. The D. R. Midyette Co., General Agents.
HOME LIFE INSURANCE CO. OF N. Y. J. C. Bristow, General Agent.
LIFE INSURANCE CO. OF VIRGINIA. Pelham Blackford, A. P. Wilmer, Gen. Agents.
MARYLAND LIFE INSURANCE CO. B. I. Chapman, General Agent.
MASSACHUSETTS MUTUAL LIFE INS. CO. C. B. Richardson, General Agent.
METROPOLITAN LIFE INS. CO. A. R. Blue, W. J. Shillingburg, Superintendents.
MUTUAL BENEFIT LIFE INS. CO. W. S. Drewry, General Agent.
MUTUAL LIFE INS. CO. OF NEW YORK. S. B. Love, Manager.

NEW YORK LIFE INS. CO. Thad. C. Bell, Inspector of Agencies.
PACIFIC MUTUAL LIFE INS. CO. Garland & Martin, General Agents.
PENN MUTUAL LIFE INS. CO. Diggs & Moseley, General Agents.
PRUDENTIAL LIFE INS. CO. Thomas P. Reynolds, Manager.
PROVIDENT LIFE AND TRUST CO. John Moyler, General Agent.
RELiance LIFE INSURANCE CO. Oscar Swineford, General Agent.
SECURITY LIFE INS. CO. OF AMERICA. A. B. Clarke, General Agent.
SUN LIFE INS. CO. OF CANADA. Frederick W. Porter, Manager for Virginia.
SUN LIFE INS. CO. OF CANADA. Neil D. Sills, Manager.
TRAVELERS LIFE INS. CO. W. W. Keen, Mgr.; T. Garnett Tabb, Gen. Agt.
UNION CENTRAL LIFE INS. CO. R. P. Harrison, General Agent.
UNION MUTUAL LIFE INS. CO. Duke A. Putney, Manager.